

GETTING IT RIGHT FAST !



ARMY CONTRACTING

2006



Army Contracting — Getting It Right Fast!

This special edition of *Army AL&T Magazine* is devoted to telling the story of Army contracting professionals and their dedicated efforts to supply the Current Force on the Frontiers of Freedom fighting the global war on terrorism (GWOT) with weapon and communication systems, clothing, food, shelter and a variety of essential services needed while deployed overseas or providing for homeland defense on our Nation's borders here at home. The Principal Assistants Responsible for Contracting (PARCs) have shared their success stories on the pages that follow, and detail how their respective workforces provided the equipment, goods and services our combatant commanders and their Soldiers have used to prosecute *Operations Enduring and Iraqi Freedom* and a host of disaster relief and humanitarian support operations around the globe — from tsunamis in South and Southeast Asia and earthquakes in Pakistan, to hurricanes, flooding and wildfires in the United States.

The contracting community has responded to combatant commander and Soldier requirements with innovation, insight, expertise and steadfast determination to ensure their teams have gone above and beyond the call of duty to provide ultra-fast contracting instruments and new business models that result in faster decision making and contract approvals across the board. This improved responsiveness across a variety of commodities and contract types has resulted in better visibility of contract priorities, the implementation of streamlined acquisition strategies and procedures, greater economies of scale and reduced duplication of effort and competition for internal resources. Greater situational awareness and communication on the part of contract teams allows them to concentrate on specific contract actions that can fill multiple requirements and expand our overall capacity to support the warfight, further reducing the cost to the Army and putting needed products and services into the hands of our Soldiers much quicker.

Our continuing goal is "Getting it Right Fast" to ensure that wherever our troops put "boots on the ground," the Army contracting community will be there alongside them to provide the necessary contractual expertise, decision authorities, procurement oversight and capacity to rapidly manage the U.S. Force's and host nation's contracting processes and contract infrastructure. Our vision is to be "One Community Serving our Soldiers, Serving our Nation." These initiatives will help our Army field better equipped Soldiers who are more lethal, survivable and sustainable regardless of where the mission or operational contingency takes them.

Ms. Tina Ballard
Deputy Assistant Secretary of the Army
(Policy and Procurement)

A. Soldiers from the 1st Armored Division patrol Tal Afar, Iraq. (U.S. Army photo.)

U.S. Army Research, Development and Engineering Command (RDECOM)

Acquisition Center (AC)

PARC: James Warrington

ULTRAFAST CONTRACTING

Ultrafast Contracting Action Paves Way for Developing Afghan National Army

On March 29, 2005, the RDECOM AC Foreign Military Sales (FMS) team received a \$150 million requirement for services to support the Defense Sector Development and Fielding Program for the Office of Security Cooperation-Afghanistan (OSC-A) to assist the government of Afghanistan in developing an Afghan National Army. OSC-A required award no later than April 30, 2005, to meet program and political goals. The contract specialist and contracting officer, in coordination with USASAC and contractor MPRI Inc., successfully initiated the alpha contracting process to prepare the scope of work, determine the best contract type for award and prepare/negotiate costs. This process ensured all stakeholder requirements were met and minimized the contracting process lead time. Normal procurement lead time

(PLT) for a requirement of this size and complexity would be approximately 180 days. Contract W91CRB-05-D-0014 was awarded on April 20, 2005, a reduction in PLT of 85 percent.

Small Arms Protective Inserts (SAPI) Provide Maximum Protection to Soldiers

Six indefinite delivery indefinite quantity (IDIQ) contracts were awarded from solicitation W91CRB-04-R-0033 for the procurement of 840,000 sets of SAPI, SAPI-Overweight and Enhanced SAPI (ESAPI) at an estimated cost of \$461 million on Aug. 19, 2004. The solicitation was posted to the Army Single Face to Industry Web site April 4, 2004, and closed July 12, 2004. First Article Testing and Trade-Off (Best Value) Evaluation procedures were used to evaluate the proposals.

Awarding these contracts provided the U.S. Army with sources to obtain maximum ballistic protection available to Soldiers in the AOR in the GWOT in Iraq and Afghanistan.

"Awarding these contracts provided the U.S. Army with sources to obtain maximum ballistic protection available to Soldiers in the area of responsibility

The RDECOM AC supports the following major organizations:

Joint Program Executive Office (JPEO) for Chemical and Biological Defense
U.S. Army Research Laboratory
U.S. Navy Office of Special Technology
U.S. Air Force Strategic Air Command
Cooperative Administrative Support Units
Natick Soldier Center
PEO Soldier
Product Manager Force Sustainment Systems
Program Manager Special Operations Forces
U.S. Marine Corps (USMC)
Integrated Logistics Supply Center
U.S. Army Chemical Materials Agency (CMA)
Army Environmental Center
U.S. Army Security Assistance Command (USASAC)
U.S. Army Special Forces Command
Edgewood Chemical Biological Center

Commodities, Supplies and Services

The RDECOM AC provides sustained expertise in all areas of contracting including research, development and engineering; production; systems and system support; FMS; grants; and other critical contract transactions. Examples include the FOX Nuclear, Biological, Chemical Reconnaissance System; Joint Service General Purpose Mask; the Program and Integration Support Contract that provides CMA with a full range of technical and program support to assist DOD's chemical weapons destruction program; Interceptor Body Armor; Enhanced Night Vision Goggles (ENVGs); the Small Unmanned Aerial Vehicles; and the Advanced Combat Uniform.



A.

A. A GD-ODTS retrofitted Afghan Mi-17 helicopter prepares to lift off during patrolling operations this past winter. (U.S. Army photo.) (See related story on Page 3.)

B. A \$41.2 million delivery order contract was awarded to GD-OTS to procure and retrofit 10 Mi-17 helicopters to support ANSF troops conducting border patrol operations. (U.S. Army photo.) (See related story on Page 3.)

(AOR) in the GWOT in Iraq and Afghanistan,” remarked James Warrington, RDECOM PARC. “For example, the ESAPI is designed to protect against 5.56 mm and 7.62 mm ball and armor piercing (AP) rounds, and provides handgun and fragmentation protection. Without this ballistic protection, warfighters would be in grave danger as more AP rounds are being introduced into the AOR through insurgents,” noted Warrington. “By setting aggressive milestones and making multiple awards, Soldiers are receiving the SAPI, SAPI-Overweight and ESAPI more rapidly.”

ENVG Critical for Conducting Limited Visibility Operations

Contract W91CRB-05-D-0012 for development and production of ENVG, including warranties, spare and provisioning parts, contract logistics support, testing, reports and other logistics documentation, to include technical manuals and training packages, was awarded to ITT Night Vision Industries on March 31, 2005. “With a maximum ceiling price of \$562,806,386.17, this contract was competitively awarded slightly more than three months from the time the request for proposal (RFP) was issued,”

Warrington told *Army AL&T Magazine*. “Trade-Off (Best Value) Evaluation procedures were used to evaluate proposals, and we included a \$3 million incentive fee for system power reductions. System power reductions potentially decrease the number of batteries required to address the range of ENVG I/A/W performance requirements



without subsequently increasing life cycle or unit cost.”

The ENVG program supports PEO Soldier’s Project Manager (PM) Soldier Equipment and PM Sensors and Lasers, all located at Fort Belvoir, VA. The ENVG is a lightweight, helmet-mounted mobility and target engagement system for the individual Soldier that integrates imagery from image intensifier and infrared sensors. It mounts on the Advanced Combat Helmet, Personnel Armor System and Grouped Troops Helmet while allowing for operation with cold weather gear, gas masks and eye protection equipment currently in the Army’s vast equipment inventory.

The ENVG system will enable individual Soldiers to perform a variety of tasks to include engaging enemy targets with directed rifle fire, mobility, surveillance and first-aid operations under a variety of limited visibility operating conditions or total darkness, to include dust, smoke or moderate inclement weather. Infrared imagery will be projected from a micro-display and combined with image intensifier imagery through a beam combiner. The combined imagery will be projected through an eyepiece lens directly to the Soldier’s eye for viewing. Integration and display of imagery from these sensors will significantly improve the Soldier’s lethality and situational awareness over existing Soldier-borne night vision devices. ENVGs will provide Soldiers the ability

C. A Soldier demonstrates the ENVG, a lightweight, helmet-mounted mobility and target engagement system for the individual Soldier that integrates imagery from image intensifier and infrared sensors. (Photo courtesy of PEO Soldier.)



C.

to recognize upright moving personnel at 150 meters with 80-percent probability and 300 meters with a 50-percent probability.

Considerable time savings were realized by issuing a draft RFP, followed by two Industry Day Briefings, which were held to discuss the government's intended requirements with industry and to obtain recommendations for formatting the final RFP. Both the draft RFP and the Industry Days ensured dissemination of program and solicitation information and allowed interested sources to address any specific questions or provide comments on the solicitation. Both of these techniques allowed for an expedited award schedule, beginning with a Pre-proposal Conference on Jan. 5, 2005, with proposals submitted by Jan. 21, 2005. Offerors were required to respond to "Items for Negotiations" by Feb. 24, with oral discussions held March 3-4. A request for final proposals was issued on March 11 and received on March 16. Final contract award was made March 31, 2005.

SUCCESS STORY

Mi-17 Contracting Initiative Provides Afghan Government Enhanced Border Patrol Capability

On Sept. 27, 2005, delivery order W91CRB-04-D-0004-0014 was awarded to General Dynamics-Ordnance and Tactical Systems (GD-OTS), to support Afghan National Security Forces (ANSF). The \$41.2 million delivery order is for procurement and retrofitting of 10 Mi-17 helicopters for use in training and equipping the ANSF. This effort will assist the Afghan government in effectively patrolling and protecting its country's borders from potential intruders.

Army Contracting Agency-Pacific Region (ACA-PR)

PARC: Roger Engebretson

SUCCESS STORY

ACA-PR Contracts Support Troops and Families

ACA-PR continues to support the mission and vision of PACOM. Troop deployments and redeployments are ACA-PR's top priority. These essential tasks are made all the more challenging because of schedule unpredictability. Changes are frequent and, when they occur, the government/contractor team has to work especially hard to complete timely contracting actions to provide critical Soldier support when and where it is needed most.

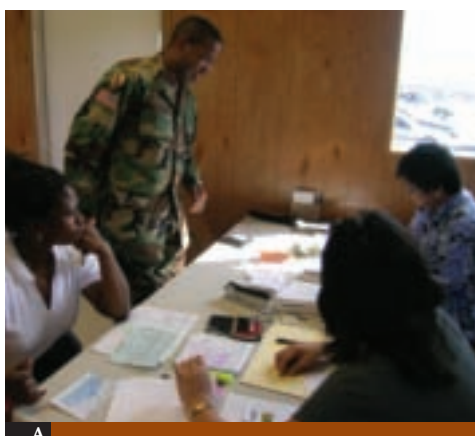
ACA-PR provided U.S. warfighters with ready and responsive contracting support as they deployed to engage in *Operation Iraqi Freedom (OIF)*, and continue to deploy to support *Operation Enduring Freedom (OEF)* in Afghanistan. Nearly 12,000 Soldiers were deployed from various units in Hawaii, to include the 2nd and 3rd Brigade Combat Teams (BCTs); Headquarters (HQ), 25th Infantry Division (25ID) (Light); 45th Corps Support Group (Forward); and several U.S. Army Reserve and Hawaii National Guard units, including the 29th Infantry BCT. Numerous supplies and services contracts, valued at approximately

ACA-PR supports the U.S. Army Pacific Command (PACOM)

Commodities, Supplies and Services

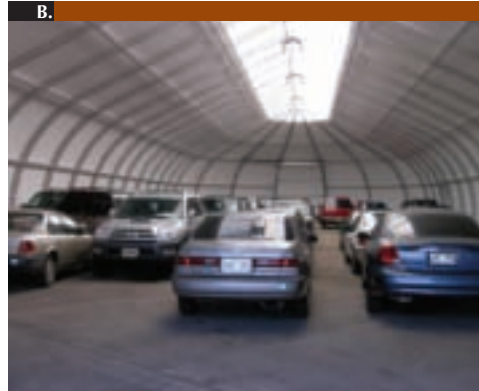
ACA-PR provides base operations services and supplies, and contract advisory assistance services to numerous organizations and units in the PACOM.

A. A 25ID Soldier submits his paperwork to store his privately owned vehicle (POV) while he is deployed in support of *OIF*. ACA-PR is currently storing more than 3,500 vehicles for Soldiers and their families. (U.S. Army photo.) (See related story on Page 4.)



A.

B. ACA-PR receives, warehouses, maintains and services automobiles, sports utility vehicles (SUVs), pickup trucks, vans and motorcycles for Soldiers deploying from Hawaii and Alaska to support GWOT. (U.S. Army photo.)



\$60 million, were prepared to support ongoing operations in the AOR.

Some specific types of communications training the ACA-PR has contracted for and provided to service members and their families include:

- Reintegration training when Soldiers return from deployment assignments. Courses focus on anger management, communication with children, single parent skills, money management, marriage communication, divorce recovery, and stress on and off the battlefield.
- Comprehensive community education program service for the Army Family Advocacy Program. This program's goal is to prevent child neglect, child abuse, spouse abuse and other forms of family violence.

- Services of Family Readiness Assistants in support of Army Family Advocacy Program. This series of meetings, orientations and workshops is designed to inform/educate family members and coordinate support services with Army Community Services; chaplains; Morale, Welfare, and Recreation offices; and Crisis Response Teams; and distribute educational and awareness flyers, newsletters, letters and calendars.

Protecting Vehicles, Providing Peace of Mind for Deploying Soldiers

In September 2001, Congress declared that all branches of government take into account the extraordinary and continuing threat to national security and foreign policy presented by GWOT. As a result, it was determined that the requirement for storage of POVs was essential for the quality of life and piece of mind for deploying Soldiers and their family members in support of GWOT missions.

"One of the contracting initiatives we support focuses on planning, soliciting, awarding and administering multiple contractual instruments to provide complete, secure storage services for POVs belonging to Army military members in Hawaii and Alaska deploying in support of OEF/OIF," explained

C. A 25ID (Stryker BCT) Soldier provides security in Quayyarah, Iraq, during OIF. (U.S. Army photo by SPC Jerry C. Randall, 55th Signal Co. (Combat Camera).)



ACA-PR's PARC, Roger Engebretson. "ACA-PR's Regional Contracting Office Hawaii [RCO-HI], for example, established contracts to include receiving, warehousing, maintaining, servicing and issuing approximately 3,500 POVs — automobiles, motorcycles, SUVs, pickup trucks and vans — at a value of more than \$15 million for a period of 12 to 15 months," he continued.

One of the contracting initiatives we support focuses on planning, soliciting, awarding and administering multiple contractual instruments to provide complete, secure storage services for POVs belonging to Army military members in Hawaii and Alaska deploying in support of *OEF/OIF*.

The contract requirements included providing information on the status of POV storage and the resolution of POV loss and/or damage claims. Through their initiative and commitment, RCO-HI planned and executed these procurement actions, overcoming challenges such as a lack of commercially available warehouse space in Anchorage, AK, and the scarcity of land in Hawaii

for storage of so many vehicles. "Our people spent a lot of time making sure we had the right contractor, that we sought out creative leasing agreements and that we explored alternative structures that would serve our purpose," Engebretson concluded.

U.S. Army Contracting Command-Southwest Asia (ACA-SWA)

PARC: COL Robert Kendrick III

SUCCESS STORY

Contractor/Military Dining Facility Serves 10,000 Meals a Day

The U.S. Army Contracting Agency's forward office, ACA-SWA Joint Contracting Command-Kuwait, administers contract support at Camp Arifjan, Kuwait, to feed U.S. warfighters. Camp Arifjan's three dining facilities serve more than 10,000 individual meals each day in direct support of Soldiers and civilians with breakfast, lunch, dinner and midnight meals for shift workers. The prime food service contractor working the dining facilities on Camp Arifjan is Tamimi Global Co. In addition to the standard meal service,

ACA-SA supports the following major areas/organizations:
U.S. Central Command (CENTCOM)
AOR in SWA
Kuwait
Qatar

Commodities, Supplies and Services
ACA-SWA's contingency contracting support encompasses procuring all classes of supply to support U.S. forces in the AOR. The organization's diverse contracts enable the reception, staging, onward movement and integration of Soldiers, Sailors, Marines, Airmen and equipment transitioning to and from Kuwait/Iraq. Contract actions include Department of Public Works (DPW) services and supplies, which include trash collection, construction supplies, latrines, tents and roadwork; Camp Support, including dumpsters, tents, cell phones, copiers, buses, dining facilities and laundry services; and Combat Service Support Contract-Kuwait, which provides for logistical support, force protection, installation services, live-fire convoy and exercises, housing, fire and emergency.

A. Nearly 500 civilians work 12-14 hour shifts, 6-7 days a week to serve Soldiers and civilian workers breakfast, lunch and dinner. The facility's "progressive cooking" approach ensures that everyone gets a hot meal. (Third Army Public Affairs Office photo.)



B. Bradley Fighting Vehicles and other equipment are loaded at the Seaport of Debarkation for travel to points in theater. The HLVI contract provides for line haul, heavy lift, mobile cold storage and personnel transportation throughout Kuwait and Iraq. (Third Army Public Affairs photo.)

Tamimi also handles occasional special events, supplies food to the prison (located on Camp Arifjan) and handles catered events on and off base.

The Camp Arifjan Zone 1 Dining Facility received the "Best Dining Facility" award on May 17, 2006. "Since Tamimi took over two years ago," remarked COL Robert Kendrick III, ACA-SWA PARC, "there have been no food-borne illnesses on Camp Arifjan. That is extremely important in terms of both safety and morale."

Our goal is to take good care of the Soldiers and civilians who are at Camp Arifjan and get them fed quickly and safely in all instances.

The dining facilities are a contractor/military run operation, employing 472 civilians who work 12-14 hour shifts each day, 6-7 days a week. "We credit the success of this operation to progressive cooking, sanitation and portion control," Kendrick pointed out. Progressive cooking means that first or last in line, everyone receives a hot meal because the food is not all cooked at the same time. To ensure proper sanitation standards are met or exceeded, Tamimi presents weekly mandatory classes to all workers. All dining facilities on Camp Arifjan have two serving lines that include a main



food and short-order line. Also, the dining facility provides a special bar for different days of the week that serves salad, stir fry, sandwiches, potatoes and Mexican cuisine. "Our goal is to take good care of the Soldiers and civilians who are at Camp Arifjan and get them fed quickly and safely in all instances," concluded Kendrick.

Heavy Lift VI (HLVI) Contract Saves Money and Provides More Flexible Support

The HLVI contract is a multiple award, firm-fixed price (FFP), IDIQ contract with three different contractors — Public Warehousing Co. (PWC), International American Products (IAP) Worldwide Services and HETCO. It supports the theater transportation mission by providing line haul, heavy lift, mobile cold storage and personnel transportation throughout Kuwait and Iraq. HLVI assets currently provide more than 75 percent of all line haul and nearly 100 percent of the bus transportation assets managed by the 143d Transportation Command.

C. An HLVI convoy departs a central staging area for destinations in Iraq and Kuwait. Three companies — PWC, IAP and HETCO — are providing critical line haul and bus transportation services for U.S. and Coalition Forces in SWA. (Third Army Public Affairs photo.)



HLVI averages more than 2,000 transportation assets on contract each month and upwards of 3,400 during surge periods with over 4,000 drivers on contract.

The HLVI contract replaced contracts for the same or similar services that were valued in excess of \$586 million per year. This included the transportation line haul and bus services under the Logistics Civilian Augmentation Program contract, HL I, IV and V. The base year contract for HLVI was approved for \$365.4 million. In the first year, \$188 million has been obligated and is on a glide path for an estimated \$195 million expenditure, yielding an estimated cost savings in excess of \$391 million during the base year alone, while providing more flexible support to combatant commanders and their Soldiers.

NETCOM tactical signal units are forward deployed first to set up communications. Once the infrastructure is established, operation and maintenance is performed under contracts awarded by ITEC4-West.

Information Technology, E-Commerce and Commercial Contracting Center (ITEC4), ACA

PARC: Bryon Young

SUCCESS STORY

ITEC4-West Contracts for Operations and Maintenance of Communications to Support Organic Military Signal Units

ITEC4-West performed a number of contract actions for NETCOM/9th ASC that enabled the organizations to provide communications support to deployed forces in SWA and in other OCONUS Army commands. "NETCOM tactical signal units are forward deployed first to set up communications," explained ITEC4 PARC Bryon Young. "Once the infrastructure is established, operation and maintenance is performed under contracts awarded by ITEC4-West. This allows low density military units to return to home station to reset for future deployments."

In lieu of using military assets, using contractors to provide communications support allows for more stability as contractor assets do not rotate as often as military assets. These awards free up

ITEC4 supports the following major organizations:

- Office of the Army Chief Information Officer/G-6
- PEO Enterprise Information Systems (EIS)
- U.S. Army Network Enterprise Technology Command (NETCOM)/9th Army Signal Command (ASC)
- Joint Customers Program Management Office (PMO)
- Defense Travel System
- Commercial Travel Office
- Joint PMO Joint Tactical Radio System

Commodities, Supplies and Services

ITEC4 provides commercial information technology (IT) hardware, software and services.



A.

A. Soldiers, Airmen and IT personnel work together to build a bunker to enhance security of the communications equipment and operations at Camp Bucca, Iraq. (ITT photo by Jim Duffy.)

B. Workers hose down a satellite to keep it free of sand, grit and blowing debris. (U.S. Army photo.)



military units to forward deploy while contractor assets operate and maintain equipment, while also giving Soldiers in the field access to the greater technical reach-back capabilities that only major corporations can provide.

"Perhaps our most significant action was the award of the Total Army Communications, SWA, Central Asia and Africa contract with ITT Federal Services International Corp., which was awarded by Contracting Officer Cynthia Hall in December 2005," Young remarked. "This contracted support was executed in a manner that ensured a seamless transition and uninterrupted communications on the frontlines for our warfighters. This required close collaboration between the acquisition and contracting teams during the acquisition planning process. It also meant engaging industry early on by issuing a draft RFP and resolving potential issues upfront," he continued. "This approach resulted in the contract being awarded six months in advance of full-performance, which provided a long phase-in period that ultimately led to a seamless transition of services. Further, this action

enabled communications units and their Soldiers to return to home station from a lengthy deployment in the AOR."

Young says that this is a good example of how the acquisition planning process should work. The final solicitation was released in June 2005 with award in December 2005. "We had been collaborating, doing market research, issuing drafts and taking care of all sorts of other details for several months before the final RFP was issued. This gave us a head start on doing things right," Young reflected. "Adequate planning can really make a difference. Our reward was knowing that the Soldiers we support will have full communications in the war zone, which is critical to both mission success and their safety."

U.S. Army Space and Missile Defense Command (SMDC)

PARC: Mark Lumer

SMDC supports the following major organizations:

- U.S. Army SMDC
- Missile Defense Agency
- Office of the Secretary of Defense (OSD)
- U.S. Navy
- Joint Improvised Explosive Device (IED) Task Force

Commodities, Supplies and Services

SMDC provides research and development and services.

SUCCESS STORY

SMDC Robots Save Soldiers' Lives

SMDC, one of the principal contracting agents for the Rapid Equipping Force (REF), purchased PackBot Tactical Mobile Robots for the REF, which were used to search buildings to determine the threat before committing troops to the effort. PackBots were first used by U.S. ground forces in Afghanistan in 2002 to help clear caves and bunkers and cross live anti-personnel minefields. Later, they were deployed in Iraq for urban warfare scenarios, IED investigation/disposal and in vehicle searches at checkpoints.

The PackBot, which weighs only 18 kilograms, is designed for rapid deployment.

With a height of only 20 inches, it can be easily loaded into a Modular Lightweight Load-carrying Equipment pack, carried into combat and deployed in minutes without specialized equipment. Once deployed, PackBot can quickly traverse narrow, difficult, hard-to-access terrain and cover open ground at speeds of up to 14 kilometers per hour. PackBot can right itself if overturned, climb grades of up to 60 degrees and can survive submersion in water up to 2 meters deep.

Soldiers in theater report that getting the PackBots on contract and into the field quickly saved the lives of at least six Soldiers in one specific incidence. That's what we want to hear. Even better, the repeated use of PackBot is expected to save many more lives.



A.

SMDC PARC Mark Lumer explained, "Soldiers in theater report that getting the PackBots on contract and into the field quickly saved the lives of at least six Soldiers in one specific incident. That's what we want to hear. Even better, the repeated use of PackBot is expected to save many more lives."

U.S. Army Medical Research Acquisition Activity (USAMRAA)

PARC: Paul G. Michaels

DISASTER RELIEF

Strategy Developed for a 250-Bed Mobile Field Hospital (MFH) to Support Disaster Relief

In July 2005, USAMMA and the Federal Emergency Management Agency (FEMA) signed an interservice support agreement whereby USAMMA would provide the technical expertise to help FEMA build a 250-bed, prototype MFH, the first of several to be added to FEMA's National Disaster Medical System. As the premier military medical logistics agency in procuring and fielding deployable medical systems, USAMMA took the lead in conducting market research and identifying commercial vendors for the required products. By August 2005, USAMMA forwarded six procurement actions to USAMRAA for the purchase of shelters, mobile surgical suites, vans and other equipment.

"Although most of the procurements were completed by the end of September 2005," explained USAMRAA PARC Paul G. Michaels, "manufacturers' lead times kept the MFH from being deployed to the Gulf Coast. It will be completed and ready for deployment, however, to respond this year should we have similar circumstances."

USAMRAA supports the following major organizations:

- U.S. Army Medical Research and Materiel Command (USAMRMC)
- Walter Reed Army Institute of Research
- U.S. Army Medical Research Institute of Infectious Disease
- U.S. Army Institute of Surgical Research
- U.S. Army Research Institute of Environmental Medicine
- U.S. Army Institute of Chemical Defense
- U.S. Army Medical Materiel Agency (USAMMA)
- U.S. Army Medical Research Development Activity
- U.S. Army Aeromedical Research Lab
- U.S. Army Medical Materiel Center, Europe
- U.S. Army Office of the Surgeon General (OTSG)
- DOD Tricare Management Activity

Commodities, Supplies and Services

USAMRAA provides all supplies and services in support of medical research for the Soldier, including awarding and issuing medical research contracts, grants and cooperative agreements. The organization also supports requirements for medical countermeasures such as vaccines, drugs and medical technology.

A. The PackBot is a rugged, light-weight reconnaissance and bomb-disposal robot used daily in Iraq and Afghanistan to search buildings and caves for hostile forces and to disarm roadside bombs, booby traps and IEDs. (Photo courtesy of Irobot.)

A. A portable medical unit is carefully positioned on a specially prepared site in the CSH complex. It will house one of the three CT scanners sent to separate combat hospitals in Iraq. (U.S. Army photo.)



USAMRMC nevertheless played a major role in procuring medical supplies, equipment and technology to support two FEMA portable hospitals in the immediate disaster area following Hurricanes Katrina and Rita. This action provided temporary and permanent medical staffs in the region with what they needed to treat injuries, carry out disease management functions and conduct public health surveillance activities.

You have to realize that there was nothing there after the hurricane hit. There were no vaccines, no syringes, no bandages, no antibiotics. We had to start from scratch and contract for the hundreds of things you need to control the spread of disease and restore the healthcare system in the affected storm areas.

"You have to realize that there was nothing there after the hurricane hit," Michaels told *Army AL&T Magazine*. "There were no vaccines, no syringes, no bandages, no antibiotics. We had to start from scratch and contract for the hundreds of things you need to

control the spread of disease and restore the healthcare system in the affected storm areas. Our people worked tirelessly to coordinate with other agencies and negotiate to get things there fast without compromising on quality or price."

ULTRAFAST CONTRACTING

Lightning-Quick Procurement Actions Get CT Scanners to Iraq

USAMRAA managed the procurement of three medical CT scanners for deployment to Iraq in support of three separate combat support hospitals (CSH) in less than 3 months with delivery being completed within 7 months. This was accomplished through expert coordination between USAMRAA, USAMMA, OTSG and the 44th Medical Brigade in theater.

"The 44th Medical Brigade conducted much of the preprocurement work and market research, including securing funding and identifying potential contractors because they knew what was needed in the field," noted Michaels. "However, all of the activities worked as a team to bring this procurement to a successful conclusion."



Because of problems encountered in country that resulted in the OTSG and USAMRAA being called on to accomplish the actual procurement, ongoing telephone discussions between the contracting officer and contractors in France and Jordan became critical. Fortunately, the contractors brought hands-on experience in previously providing CT scanners to Iraq under the Food for Oil program. They ensured that special shipping requirements and import and customs regulations that required special attention from team members were adhered to. After several weeks of delay, the scanners were shipped into the three CSH sites under Army escort. In spite of unique shipping requirements, site preparation needs, security considerations and the need to respect political and cultural customs at each location, the scanners arrived on-site by mid-March 2006, were up and running by April 1 and were in full use treating patients by May. This lightning-quick procurement action had an immediate and direct impact on saving Soldier and civilian lives in Iraq.

SUCCESS STORY

Chitosan Bandage Saving Lives

One of USAMRAA's unique missions is to identify a need for medical supplies, equipment or technology and fill existing requirements. To do so, the item can be developed by USAMRAA's own medical research laboratories, or USAMRAA can go to the commercial market or develop the item in partnership with industry. Given the current conflict's nature, more than 9 out of 10 combat deaths occur before evacuation. A little more than half of those are caused by uncontrolled hemorrhaging. The longer casualties can be kept alive, the better the chance of getting them to a surgical treatment center where they almost always survive.

B. Special packing, shipping and handling was required to ensure that the CT scanners reached their destination safely. (U.S. Army photo.)



C. The USAMRAA-procured and -tested Chitosan bandage developed by HemCon is saving Soldiers' lives on the battlefield, thanks to its anti-hemorrhaging capabilities. (Photo courtesy of HemCon.)

USAMRAA awarded a research and development grant to HemCon to develop a bandage that addressed the problem of hemorrhage on the battlefield. The result — the Chitosan bandage — is made from shrimp shells, specifically the chitin, which is transformed into a form of chitosan to form a seal that can stop uncontrolled bleeding. The bandage is already saving the lives of Soldiers in combat and has the potential to save lives in the civilian population as well.

A follow-on contract has been awarded to increase production capability so more of these bandages can reach our Soldiers quickly. By adhering to the

USAMRAA mission to support the acquisition of vital research and equipment to solve life-threatening challenges for commanders and their Soldiers engaged in combat, USAMRAA has been instrumental in developing and procuring this life-saving product.

records, office furniture and personal belongings. Damaged and destroyed property included tools, supplies and equipment necessary to repair and maintain barracks, family housing and office buildings.

This immediate assistance resulted in expedited contractor response. Within 72 hours, contractor demolition teams were on-site, tools and supplies were ordered and critical services were restored in a fraction of the normal time.

USACCK supports the following major organizations:
All Services in the Korean theater of operation
U.S. Forces Korea
Eighth U.S. Army
Installation Management Agency (IMA) Korea Regional Office
Seventh Air Force
U.S. Navy Forces Korea
U.S. Marine Corps Forces Korea

Commodities, Supplies and Services
USACCK provides services, supplies and construction support to all military services on the Korean peninsula.

U.S. Army Contracting Command Korea (USACCK)

PARC: COL Jeffrey Willey

ULTRAFAST CONTRACTING

USACCK Helps Protect Camp Humphreys

Within two weeks, USACCK executed service and supply contracts worth \$1.6 million supporting force protection upgrades at Camp Humphreys, South Korea. These upgrades included a mass notification system, electronic surveillance systems and physical barriers that together provided significant security enhancements for the entire camp.

Camp Humphreys is the future home of the Eighth U.S. Army and U.S. Forces Korea.

SUCCESS STORY

Buildings Repaired After Yongsan Garrison Fire

An extensive fire March 15, 2006, on Yongsan Army base caused more than \$10 million worth of damage. The fire destroyed three buildings, including heavy machinery, IT equipment, supply

The USACCK Services Division provided a contracting officer on the scene and advised the DPW leadership on the best available contracting vehicles for rapidly dealing with the aftermath of the fire, demolition of damaged buildings and reprocurement of lost and damaged items. An IDIQ contract was selected as the most practical contract vehicle to respond to this immediate requirement. "This immediate assistance resulted in expedited contractor response," reports USACCK PARC COL Jeffrey Willey. "Within 72 hours, contractor demolition teams were on-site, tools and supplies were ordered and critical services were restored in a fraction of the normal time."

A. Korean firefighters try to extinguish the flames that engulfed the DPW compound on Yongsan Garrison on March 15, 2006. The fire destroyed three buildings and equipment valued at more than \$10 million. (U.S. Army photos by Daniel Love and Teri Weaver.)





A. A Guatemalan citizen assists SPC Paul Bernard unload food and medical supplies from a UH-60 Black Hawk Oct. 15, 2005, in the wake of Hurricane Stan. (U.S. Navy photo by PH1 Robert McRill, Fleet Combat Camera, Atlantic.)

Army Contracting Agency-The Americas (ACA-TA)

PARC: COL Tony Bell

DISASTER RELIEF

ACA-TA Assists Disaster Relief Operations (DROs)

ACA-TA executed contracts in support of the numerous disaster relief and humanitarian assistance operations and exercises in the SOUTHCOM AOR. In addition, ACA-TA supported the disaster relief efforts in Guatemala and Central America following Hurricanes Stan, Gamma and Beta.

In a discussion with *Army AL&T* Magazine editorial staff, ACA-TA PARC COL Tony Bell outlined his organization's support for Guatemala. "On Oct. 4, 2005, Hurricane Stan hit Guatemala

causing significant damage to that country's infrastructure and killing more than 650 people. Hundreds more were missing," he reflected. "Guatemala requested the assistance of the U.S. government and the relief came from the brave Soldiers stationed at JTF-B forward deployed in Soto Cano Airbase, Honduras. Upon learning of their imminent deployment, they requested contracting officer support from ACA-TA. ACA-TA in San Antonio reacted by deploying ready-warranted SFC Chris Bowers within 36 hours to Honduras and into DROs in Guatemala with the initial JTF-B forces."

On Oct. 4, 2005, Hurricane Stan hit Guatemala causing significant damage to that country's infrastructure and killing more than 650 people. Hundreds more were missing.

ACA-TA supports the following major organizations:

United States Southern Command (SOUTHCOM)
United States Army Forces, Southern Command
Special Operations Component, SOUTHCOM
Joint Task Force (JTF) Guantanamo
JTF Bravo (JTF-B)
Joint Interagency TF South
25 Security Assistance Offices in the Southern Hemisphere

Commodities, Supplies and Services

ACA-TA provides services, supplies and minor construction.



B. SFC Chris Bowers, ACA-TA, Contracting Noncommissioned Officer-in-Charge, deployed to Guatemala in a UH-60 Black Hawk to provide contracting support for JTF-B Soldiers during its Hurricane Stan DRO efforts in October 2005. (U.S. Army photo.)

Bowers stayed with the deployed task force for nearly the entire month of October and returned after closing out his contracts. ACA-TA provided bottled water, cell phones, janitorial services, lodging, translation services, transportation and general supplies totaling more than \$57,000 in support of the 115 deployed JTF-B personnel.

U.S. Army Contracting Command, Europe (USACCE)

PARC: COL Victoria Diego-Allard

USACCE supports the following major organizations:

European Command
U.S. Army Europe (USAREUR)
Seventh Army Training Command (7th ATC), IMA, Europe

Geographically, USACCE's AOR covers Europe, Africa and the Balkans. The USACCE PARC is the Executive Agent for contracting in support of Bosnia, Hungary, Kosovo, Macedonia, Romania and Bulgaria.

Commodities, Supplies and Services
USACCE provides supplies, services, minor construction support, and contingency and installation contracting support. USACCE annually executes or provides oversight for more than 30,000 contract actions valued at approximately \$2 billion. It trains, maintains and deploys a ready contingency contracting force to support the full spectrum of Joint, coalition and unilateral operations.

A. USACCE administered a contract modification for the LRMC to support laboratory work necessary for U.S. troops.

ULTRAFAST CONTRACTING

USACCE Keeps Landstuhl Labs Working for Injured Soldiers

In September 2005, USACCE administered a contract modification for the Landstuhl Regional Medical Center (LRMC) to support laboratory work necessary for U.S. troops. USACCE received an e-mail from LTC Bateman, Chief, Logistics Division, Landstuhl, Germany, that read, "USAREUR and 7A: Office of the Provost Marshal

LRMC has treated 9,000 patients since the war started in March 2003. That is 10 times the normal yearly workload in just 9 months.

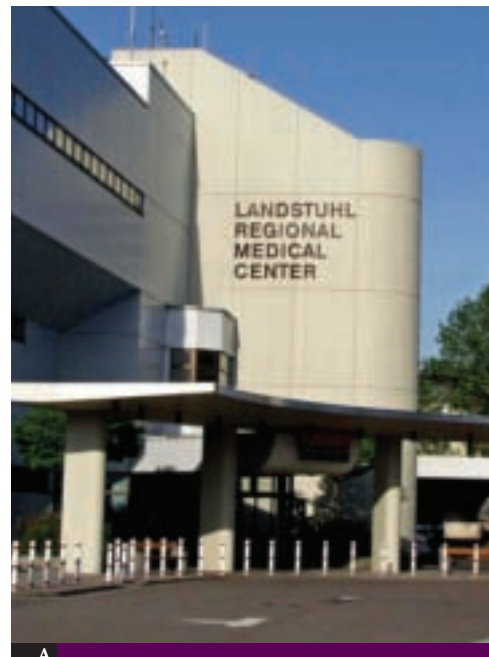
requests that USACCE establish an FFP contract for USAREUR-wide Installation Access Control System (IACS) data entry services." The independent government cost estimate of this acquisition was estimated at \$2,513,295. Exercising the contract's option would have cost the U.S. government \$2,858,928.60. USACCE executed a contract through the General Services Administration Schedule using e-Buy as the most efficient and cost-saving method. The solicitation was posted to the e-Buy Web site for 10 potential vendors. USACCE evaluated all proposals with regards to the requirement of contractor past performance and price. USACCE awarded a new IACS contract for \$1,483,163.74, saving the U.S. government more than \$1 million!

"LRMC has treated 9,000 patients since the war started in March 2003," explained Bateman. "Your work to keep our lab going is an integral part of our success to save lives and begin rebuilding lives. That is 10 times the normal yearly workload in just 9 months. We were never prepared to accept and treat that huge volume. We do thank you for your work to help us care for the sick and wounded."

SUCCESS STORY

USACCE Supports Mission Rehearsal Exercises

USACCE successfully awarded the first-ever contracted logistical support services for USAREUR Mission Rehearsal Exercises in support of the 7th ATC, Hohenfels, Germany. According to USACCE PARC COL Victoria Diego-Allard, this requirement entailed extensive discussions and assistance to the customer to define their Performance-Based Work Statement (PBWS). The customer needed to ensure that the scope of the contract provided for a variety of functional support that was



A.

needed in a dynamic exercise environment to prepare Soldiers for down-range deployments. USACCE provided the highest level of business and professional advice, service and contracting support to ensure USAREUR's and the 7th ATC's requirements were met in a timely, cost-efficient manner.

Editor's Note: The 7th ATC was renamed 7th Army Joint Multinational Training Command in January 2006.

Guard Service Contracts Showcase Professional Level of Service

The USACCE PARC office continues to excel and has become well known for its "contracting excellence expertise" when it comes to contracted guard services requirements in USAREUR and the downrange theater of operations. USACCE provides the highest level of professional service for USAREUR-wide force protection guard services and has developed and refined the template for guard services used by other agencies for Bosnia, Kosovo, Iraq, Afghanistan and CONUS contracts.

USACCE assisted in the successful solicitation, evaluation and award of one of the largest dollar value contracts in USAREUR — the USAREUR Guard Service Contract. Milestones, acquisition and source selection plans were

developed. USACCE participated in face-to-face meetings with customers to ensure their requirements were well defined and technical evaluation board training was conducted. USACCE also coordinated many actions between its customers and industry to ensure the efficient execution of all required solicitation and award documentation, which resulted in the highest levels of customer satisfaction.

First Full-Service Dining Facility Contract Awarded

USACCE awarded the first-ever full service dining facility contracts in USAREUR. USACCE worked with the Army Sub Group (ASG) Directorate of Logistics to develop the PBWS to include several different variations of services to more than 15 Dining Facilities Administration Centers (DFACs) throughout the USAREUR's ASG. Based on USACCE's hard-driving work and successful Dining Facility PBWS, customers throughout Europe depend on USACCE to administer all DFAC contract requirements.

U.S. Army Communications-Electronics Life Cycle Management Command (CELCMC) AC

PARC: Edward Elgart



B.

DISASTER RELIEF

CELCMC Initiates Ultrafast Contracting Radio Support for Hurricane Katrina

CELCMC AC supported Hurricane Katrina relief by providing and sustaining C4ISR equipment, providing around-the-clock acquisition support to its customers and creating a list of CELCMC AC volunteers who were

CELCMC supports the following major organizations:

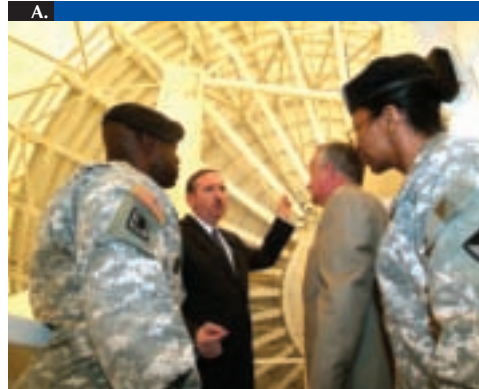
U.S. Army Communications-Electronics Command Research, Development and Engineering Center
PEO Command, Control and Communications Tactical
PEO Intelligence, Electronic Warfare and Sensors (IEW&S)
PEO EIS
PEO Aviation
PM Mobile Electric Power
PEO Soldier
OSD

Commodities, Supplies and Services

CELCMC AC contracts for command, control, communications, computers, intelligence, surveillance and reconnaissance (C4ISR) systems from research and development through program management of hardware and software through sustainment, including software support.

B. The Mission Rehearsal Exercises Contract ensures that Soldiers are trained in a dynamic operational environment that prepares them for real-world contingencies. Here, U.S. Army CPT Douglas Laxson, front, and other Soldiers patrol Sadr City, Iraq, April 17, 2006. Laxson commands Apache Troop, 1st Squadron, 33rd Cavalry Regiment, 3rd Brigade Combat Team, 101st Airborne Division. (U.S. Army photo by SSGT Russell Lee Klika.)

A. CELCMC PARC Edward Elgart tours a ground station relay facility at Fort Monmouth with CELCMC Command Sergeant Major Ray D. Lane, recently returned from Iraq, along with MAJ Lisa Carter and Acquisition Specialist Nelson Duncan. (Photo by Russ Meseroll, Chenega Technology.)



ready to immediately deploy to the disaster site if called upon. "Although actual contracting efforts performed by CELCMC AC in support of Hurricane Katrina disaster relief were few in number, their impact was significant," explained CELCMC PARC Edward Elgart. "In particular, CELCMC AC awarded a modification to an existing delivery order in the amount of \$2,960,295 that provided available commercial generic equipment and Land Mobile Radio Equipment (LMRE) in support of base and emergency radio systems for a variety of government and nongovernment agencies. The majority of those items purchased were deployed to Gulfport, MS; John C. Stennis Space Center, MS; and New Orleans, LA; to support JTF Katrina Seabee Operations," he continued.

Motorola accelerated delivery of these critical XTS5000 radios at no additional charge to the government. An urgent e-mail from the PM for Defense Communications and Transmission Systems was received at 9:19 a.m. Sept. 8, 2005. CELCMC AC executed and distributed the delivery order modification the same day, approximately 4 hours later at 1 p.m. Then Motorola shipped the radios 12 days later on Sept. 20, effectively modifying the original delivery date of December 2005. The original requirement had not been identified

Although actual contracting efforts performed by CELCMC AC in support of Hurricane Katrina disaster relief were few in number, their impact was significant. In particular, CELCMC AC awarded a modification to an existing delivery order that provided available commercial generic equipment and LMRE in support of base and emergency radio systems for a variety of government and nongovernment agencies.

B. Philip Faux, a contractor from Systex, explains how base and emergency radio systems were deployed in support of Hurricane Katrina. (Photo by Russ Meseroll, Chenega Technology.)



as disaster relief- or humanitarian assistance-related.

ULTRAFAST CONTRACTING

CELCMC Contracts for Ku-band Amplifiers for Katrina Relief

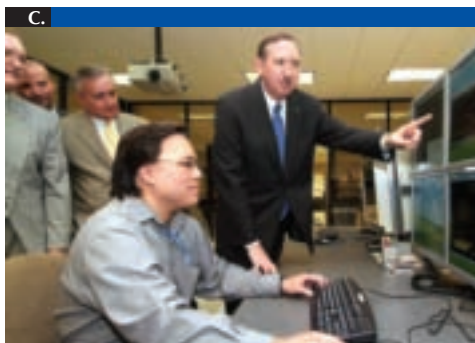
CELCMC AC awarded a new delivery order in the amount of \$107,780 to Datapath Inc. in support of the 93rd Signal Brigade and its efforts to support Hurricane Katrina relief. The requirement came in via PM Warfighter Information Network-Tactical (WIN-T) on Sept. 24, 2006, and was awarded on Sept. 26, 2006, a very quick two-day turnaround. The acquisition was for two 750-watt Ku-band amplifiers with linearizers and one lot of cabling. These items were purchased as commercial items through the contractor's catalog pricing, and qualified under the Blanket Purchase Agreement (BPA) program.

"CELCMC uses Alpha contracting where it makes sense," explained CELCMC PARC Edward Elgart. "Our cycle time for best value source selections averages under 120 days."

SUCCESS STORY

CELCMC Helps Protect Soldiers From IEDs

In 2003, the CENTCOM Multi-National Corps-Iraq identified an urgent need for electronic countermeasure (ECM) devices to defeat the enemy's use of IEDs against Coalition Forces. By 2004, ECM devices were among DOD's top three mission priorities and were deemed essential for force protection, convoy, gate-keeping and explosive ordnance disposal operations in Iraq and Afghanistan. The speed with which the enemy was able to neutralize our early IED countermeasures necessitated the implementation of a near-real-time counter-IED program that could:



- Neutralize any new IED threats as soon as they were introduced.
- Get these capabilities quickly into the hands of as many Soldiers as possible and as soon as possible.
- Be supported for the duration of the ongoing theater operations.
- Be managed and staffed from existing organizational resources.
- Be funded through reprogrammed dollars and emergency supplemental appropriations.

"Working in concert, PEO IEW&S, the CELCMC AC Contracting Team and the CELCMC community as a whole accepted this challenge," Elgart explained.

"Within a 24-month period, we managed to successfully deploy thousands of ECM devices, establish and staff five logistics support fielding offices in the theater of operations, execute more than 115 contractual actions valued in excess of \$200 million in response to more than 7 separate urgency statements and conduct a formal source selection for the next generation ECM devices valued at \$550 million."

"All this was accomplished as part of the PEO IEW&S's and CELCMC's continuing efforts to support the GWOT," Elgart continued. "The Counter Remote Control IED Electronic Warfare program's success reflects the tremendous amount of dedication, ingenuity, resourcefulness and commitment of all team members, as well as their drive to accomplish what was necessary to equip, sustain and save the lives of our troops on the front lines."

C. With some of his acquisition team looking on, Elgart points out some of the sophisticated computer modeling taking place at the Joint SATCOM Engineering Center at Fort Monmouth that helps CELCMC support the GWOT. (Photo by Russ Meseroll, Chenega Technology.)

A. CPT Joe Geary, Co. C Commander, 307th Engineer Battalion, 82nd Airborne Division, navigates his Zodiac boat search-and-rescue team through a flooded neighborhood in Lake View, just northwest of downtown New Orleans, Sept. 9, 2005. (U.S. Army photo by SGT Michael J. Carden.)

ACA-SR supports the following major organizations:

ACA-SR supports 19 Directorates of Contracting at Army installations in the southern United States and the southeastern and southwestern IMA regions.

IMA

U.S. Army Forces Command

Third U.S. Army

First U.S. Army

U.S. Army Reserve Command

ACA-SR also supports subordinate organizations for these major customers, which are located at Army installations in the southern United States.

Commodities, Supplies and Services

In FY05, total obligations for the ACA-SR were \$4.13 billion. In FY05, the combined value of all supplies purchased within ACA-SR came to more than \$1.1 billion. Items included communication, detection and coherent radiation equipment; automated data processing equipment; software, supplies and support equipment; furniture; professional, administrative and management services; utilities and housekeeping services; maintenance, repair and rebuilding of equipment; construction of structures and facilities; and maintenance, repair and alteration of real property.

Army Contracting Agency-Southern Region (ACA-SR)

PARC: Carol Lowman

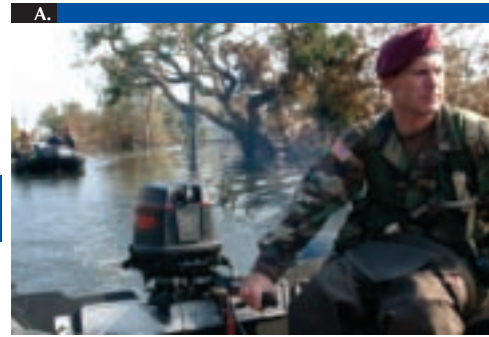
DISASTER RELIEF

For 82nd Airborne Division — No Wading Through Red Tape

On Sept. 6, 2005, the 82nd Airborne Division, through HQ First U.S. Army, sent the Southern Region Contracting Center-East (SRCC-E) a requirement for 2,300 pairs of waterproof wader boots. The 82nd Airborne Division was assigned to Hurricane Katrina DROs, and Soldiers involved in Task Force Katrina needed the wader boots immediately to protect them from diseased water contaminated with oils, gases and e-coli bacteria during their door-to-door searches in flooded areas of New Orleans, LA.

Bass Pro personnel immediately began loading the delivery truck by hand to ensure that all waders could be loaded onto one truck. Soldiers received the waders the next morning. They immediately put on the waders to use in their vital search-and-rescue missions.

Market research was immediately performed and five contractors were found that could supply the waders required. All contractors were notified of the need via verbal requests for quotations and asked to submit quotes within hours. Quotes were received from three of the five contractors, but only one could provide the quantity needed (2,300 each of varying sizes) and have them delivered the next morning. Purchase Order W911SE-05-P-0293 was awarded to Bass Pro Shops® Inc. on Sept. 7, 2005, in the amount of \$182,773, using simplified acquisition procedures under the Test



Program for Certain Commercial Items (*Federal Acquisition Regulation (FAR) 13.5*) and citing the exception to synopsis at *10 U.S.C. 101(a)(13)(b)* and *FAR 5.202(a)(2)*. Payment for this purchase order was made via a government purchase card.

“Bass Pro personnel immediately began pulling waders from stock and loading the delivery truck by hand to ensure that all waders could be loaded onto one truck,” remarked ACA-SR PARC Carol Lowman. “Soldiers received the waders the next morning with only a 2-hour delay, which was caused by roadblocks in the area. They immediately put on the waders to use in their vital search-and-rescue missions.”

ACA-SR Assists Installation Contracting Efforts Following Hurricane Katrina

Additionally, ACA-SR provided the following support to Katrina disaster relief efforts:

- Fort Stewart, GA, awarded a \$400,000 task order against an existing local BPA to provide a “logistical support structure” for the National Geospatial Intelligence Agency.
- Fort Knox, KY, contracted for vehicle rental and healthcare kits for the New Orleans Recruiting Battalion, and for meals, lodging and transportation for the U.S. Military Enlistment Processing Command.
- Fort Rucker, AL, performed small purchases for Camp Shelby, MS.

- Fort Bragg, NC, provided contracting services in the amount of \$667,000.
- White Sands Missile Range, NM, provided contracting services in the amount of \$824,000.
- Fort Hood, TX, awarded contracts in the amount of \$3.1 million.

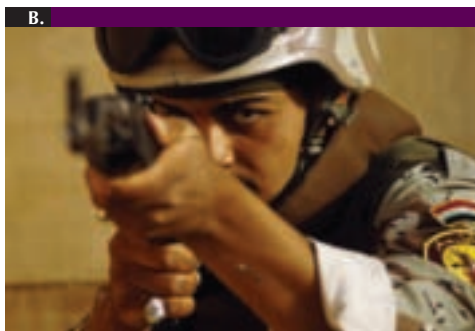
ULTRAFAST CONTRACTING

ACA-SR Contract Helps Set Up Training for New Iraqi Army

The new Iraqi Army training requirement was identified to SRCC-E on Saturday, May 31, 2003, in a statement of work from the Coalition Provisional Authority (CPA) Office of Reconstruction and Humanitarian Assistance. The work statement identified a need for training a competent military force in Iraq to provide territorial defense and stability operations. This proposed contract, estimated at \$50 million for one year, represented the training portion of an overall program totaling between \$170-\$200 million. "The agency's need for these contract services was of such unusual and compelling urgency that the United States would have been seriously injured unless the Army was permitted to limit the time allowed for receiving proposals to less than 30 days as these services were to begin July 1, 2003," Lowman explained. "The urgent and compelling need was based on the substantially compressed time schedules imposed by DOD and those associated with U.S. national security objectives in the new Iraq."



C.



B.

B. An Iraqi army soldier aims at a target while conducting room-clearing training on Forward Operating Base Duke in Najaf, Iraq, May 14, 2006. Current contracts in force are helping to train and equip a competent Iraqi military force. (U.S. Navy photo by PH2 Katrina Beeler, Fleet Combat Camera Pacific.)

The requirement forced the development of a new contract vehicle. SRCC-E awarded a cost-plus-fixed-fee letter contract for training the nucleus of a new Iraqi army on June 23, 2003. The interim Iraqi military capability was to perform point security, convoy security, route security, foot and vehicle patrols, border patrols and other duties for territorial defense and stability operations throughout Iraq. This competitive best value award, estimated at \$48 million, was made in less than 30 days without protest using a letter RFP and letter contract.

SUCCESS STORY

ACA-SR Provides Contracting Support for CONUS Installations

In response to initiation of the GWOT, U.S. Army Reserve Garrison Support Units (GSUs) were activated across the country to provide critical support to CONUS Army installations and power projection platforms. Unfortunately, the GSUs could only be activated for a limited time because of statutes. Afterward, reliance on contractor support was essential to sustain the level of support demanded by GWOT requirements placed on Army installations. On Nov. 12, 2004, seven IDIQ contracts were awarded to companies classified as small or disadvantaged businesses. The contracts have a combined potential value of \$1.3 billion over five years. Since the time of award, 10 installations have availed

C. U.S. Army SGT Josh Martin, 1st BCT, 1st Armored Division, observes an Iraqi army soldier fire an M-240 machine gun during joint weapons training in Tal Afar, Iraq, May 18, 2006. An SRCC-E awarded contract for an estimated \$48 million was put in place to help train the nucleus of the new Iraqi army. (U.S. Air Force photo by SSGT Jacob N. Bailey, 1st Combat Camera Squadron.)

A. TACOM LCMC helped secure MTVs for use in Afghanistan. To date, 374 trucks valued at \$77 million have been ordered. (Photo courtesy of International Truck Corp.)

TACOM LCMC supports the following organizations and countries:

PEO Ground Combat System Support
 PEO Combat Support & Combat Service Support (PEO CS&CSS)
 PEO Soldier
 PEO Ammunition
 JPEO Chemical and Biological Defense
 U.S. Army Tank-Automotive Research, Development and Engineering Center (TARDEC)
 U.S. Army Armament Research, Development and Engineering Center
 Iraq
 Afghanistan
 USMC
 USASAC
 IMA
 TACOM's Integrated Logistics Support Center and its depot and arsenal

Commodities, Supplies and Services

TACOM LCMC contracting support encompasses the following items: combat vehicles, Future Combat Systems, tactical vehicles, trailers, support equipment, tactical bridges, fuel and water distribution systems, watercraft and rail cars, munitions, weapons and armaments, fire control systems, fuzes, warhead technology, field artillery, small arms, chemical defense, tools and training, ranges, installation and maintenance, combat and tactical systems maintenance support, cannons, recoilless rifles and mortar support.

B. In January 2006, TACOM procured 658 beefed-up Ford Rangers for the ANP. To date, 100 have been delivered, valued at approximately \$16 million. (Photo courtesy of TACOM LCMC.)

themselves of this support, or are in the process of doing so.

The nature of CONUS Support Based Services contract services encompasses a diverse set of specialties that include: planning, training, mobilization, security, human resources, finance, material management and support, administrative services, movements, equipment readiness and maintenance, billeting and facilities, and information management. Each of these functional areas is critical to IMA as it ensures that proper stateside support is provided to warfighters while they are at home and as they train and prepare for deployment. ACA-SR's response to the challenge of providing specialized contractor services at multiple locations across CONUS has proven to be an outstanding success and has set the standard for future enterprise solutions for rapid mobilization, training and deployment.

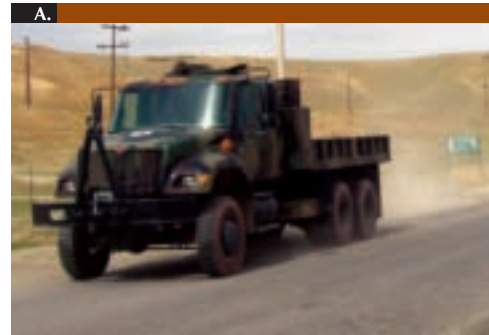
U.S. Army TACOM LCMC

PARC: Daniel Mehney

SUCCESS STORY

Contracting Actions Support Ministries and Security Forces in Iraq and Afghanistan

On April 2, 2004, the CPA in Iraq and HQDA asked TACOM LCMC to provide reach-back contracting support to acquire approximately 100 types of urgently needed nontactical vehicles to support various civilian ministries that were scheduled to be stood up in the yet-to-be-established sovereign authority in Iraq. Since the program, the Iraqi Ministry Civilian Vehicle System (IMCVS), was funded out of Iraq Relief and Reconstruction Funds (IRRF), Congress mandated that TACOM acquire the vehicles using full and open competition or seek congressional approval for other than full and open competition.



The TACOM LCMC quickly assigned a dedicated team of logisticians, engineers, small business, legal and contracting personnel to the tasking. Because of the stated urgency, and the commerciality of the vehicles — buses, trucks, construction equipment — TACOM issued a separate RFP for each item rather than issuing one contract for all vehicle types. Between April 27 and May 4, 2004, the IMCVS Team simultaneously posted 96 RFPs on its Business Opportunities page and the Army's Single Face to Industry Web site. Most of these RFPs closed between May 13 and May 27, 2004. The effort continued in FY05, resulting in the award of 162 contracts for vehicles and equipment, coupled with new equipment training to support various Iraqi Ministries. All of the awards were competitive using best value source selection procedures. This monumental task was completed from start to finish in one year. To date, more than 2,000 vehicles and equipment have arrived in Iraq. The total program obligations exceed \$327 million.





C. TACOM LCMC helped secure MTVs for use by the ANA. (Photo courtesy of International Truck Corp.)

TACOM Procures Light and Medium Trucks for Afghanistan

In December 2004, the OSC-A called on TACOM to procure thousands of light trucks for the newly formed Afghan National Army (ANA). The first contract was awarded on a sole source basis in just 10 days after the initial Letter of Offer and Acceptance was signed. The contract provides cost-efficient, beefed-up Ford Rangers, complete with spare parts. The tough trucks are up-fitted with severe off-road components to survive Afghanistan's austere terrain, roads and mountains. To date, 2,899 ANA Light Tactical Vehicles (LTVs) of four different variants were built on the common Ford chassis and have been delivered to Kabul and are being deployed to four central regions in Afghanistan. Total obligations to date are more than \$66 million.

In January 2006, TACOM helped procure hundreds of police trucks on an emergency basis for the Afghan National Police (ANP). To date, 658 trucks have been procured. The first 100 beefed-up police trucks, complete with LED light bars, PA systems, sirens and winches, arrived in May 2006. Total obligations to date are approximately \$16 million.

In a separate contracting action in December 2004, U.S. Air Force (USAF) MG Craig P. Weston, Chief of OSC-A, challenged TACOM to develop a streamlined, milestone-driven, medium- to

low-risk, competitive source selection plan to award the Afghan Medium Tactical Vehicle (MTV) contract not later than March 31, 2005. The contract award was actually made ahead of schedule on March 2 to the International Truck Corp. for 374 trucks valued at \$77 million. The contract has the ability to grow over the next two years, if necessary, to 2,781 trucks and \$467 million. The MTV fleet consists of five truck variants: general transport, water transport, petroleum/oil/lube transport, hazardous material and wrecker. More than 1,138 vehicles have been ordered to date along with common spare parts. Total obligations thus far are more than \$158 million.

Vehicles Secured for Iraqi Security Forces

In May 2005, the Multi-National Security Transitional Command-Iraq (MNSTC-I) asked TACOM to procure primarily commercial, nontactical vehicles for the newly formed Iraqi Security Forces. Like the IMCVS and Afghan Medium Truck buys, competitive source selection procedures were used for this procurement, which is referred to as the Iraq Supplemental Acquisition-Military (ISAM) program. More than 350 proposals were evaluated, resulting in the award of 17 2-year contracts for 22 items with two separate contracts awarded for gun mounts. An order for M1114 Up-Armored Humvees was also placed under the existing Army contract. On

Like the IMCVS and Afghan Medium Truck buys, competitive source selection procedures were used for this procurement, which is referred to as the ISAM program. More than 350 proposals were evaluated, resulting in the award of 17 2-year contracts for 22 items with two separate contracts awarded for gun mounts.

Dec. 29, 2005, the last contract was awarded from MNSTC-I's original list of requirements for the Iraqi army as identified during a requirements conference held in April 2005. The total value of orders placed to date on the ISAM program is \$467 Million.

Iraqi Light Armored Vehicle (LAV) Contract Awarded

In early March 2006, the Non-Standard Vehicle and Sustainment Group at TACOM LCMC received a mission from MNSTC-I to acquire LAVs for Iraqi Security Forces (ISF) for use in small-scale contingency operations in complex and urban terrain. The LAVs are essential to the successful transition of counter-insurgency capabilities from Coalition Forces to the Iraqi military so they can defend their borders and people from attacks. To acquire the LAVs, an integrated product team and source selection board were immediately formed under Daniel O'Day's leadership. Discussions

ensued with MNSTC-I, TACOM LCMC, USASAC and the Defense Security Cooperation Agency, to develop specifications and an acquisition strategy. The solicitation — a 2-year IDIQ for a maximum quantity of 1,050 vehicles, testing and contractor logistics support — was synopsized on April 7, 2006. Using an accelerated schedule, the contract was awarded on May 30, 2006, for 378 LAVs to be delivered to the ISF within 18 months. The entire acquisition process was accomplished in 83 days from the initial notification to TACOM LCMC.

TACOM LCMC Armors Tactical Vehicle Fleet

Over the past 2 1/2 years, TACOM contracting specialists have been challenged to provide various levels of armor protection for numerous tactical vehicle systems operating in both Iraq and Afghanistan as expeditiously as possible. Many of these actions were of such intense urgency that extraordinary efforts were required to make awards within just a few days of funds receipt.

Many volunteers, who were not working on armor programs, joined experts in the Tactical Vehicle Contracting Division of TACOM to assist in the all-out effort to procure armor packages for vehicles being used by our Soldiers in Iraq. Working closely with members of PEO CS&CSS, the team was able to meet customer needs by placing contracts in the most expeditious manner without any impact to contract quality.

For LTVs, TACOM contracted for the Humvee Armor Troop Carrier Protection Kits. Based on an analysis by the REF, TACOM held an Industry Day in February 2004 to evaluate all available armoring solutions. Only one firm, ArmorWorks of Tempe, AZ, featured deliveries of armor kits within 4-6 weeks after receipt of a contract. Since ArmorWorks had already developed a technical solution at its own cost,



D. Soldiers from Fort Gordon, GA, install a ceramic composite armor kit on a Humvee. (Photo courtesy of ArmorWorks.)

production — again at their own expense — began almost immediately. Kit deliveries began June 25, 2004, with final delivery on the contract made in September 2005. Ultimately, the government purchased 1,715 kits of eight different types, including spares and manuals, at a total cost of \$43 million. The deployment of the troop carrier armoring kits to Iraq protected thousands of U.S. military personnel from small arms fire, fragmentation attacks and IED mine explosions.

Delivery of Up-Armored Humvees, produced by O’Gara-Hess, increased from approximately 50 per month to 650 per month. The vehicle underwent many configuration changes to meet the challenges of the harsh Iraq environment. These changes required expedited contractual actions to ensure materiel solutions were produced and delivered to SWA as quickly as possible.

TACOM issued a Market Survey in December 2003 seeking sources to air condition (A/C) Humvees deployed to SWA with Add-on-Armor (AoA) kits applied. One firm replied to the survey but did not meet the needs of the Army. In January 2004, Red Dot Corp., a small business located in Seattle, WA, came forward after hearing of the Army’s need. Red Dot, who had never had a government contract, provided a prototype for test and voluntarily sent their

personnel to Aberdeen Proving Ground, MD, to observe and offer support for the test, all at their own expense. The test was successful and the solution was found to meet the Army’s urgent needs. With summer in SWA quickly approaching, and 160-degree in-vehicle temperatures definitely possible, it was crucial to get the A/C solution produced and delivered quickly. Just two days after the receipt of funding, the contract was awarded to Red Dot. Overcoming many challenges, the firm eventually supplied more than 15,000 units.

For MTVs, TACOM purchased AoA kits, spares and kit installation in SWA for Family of Medium Tactical Vehicles (FMTVs) A0 and A1s. Toward the end of the AoA efforts, a technical manual was produced and government personnel were contractor-trained to install AoA.

A requirement to purchase 801 “MCTAGS” Gunner’s Protection Kits (GPK) for the M1114 Humvees and FMTVs equipped with LSACs was received March 10, 2006. (MCTAGS is the original version of the kit known as the Marine Corps Transparent Armored Gun Shield. It offers the gunner greater protection and visibility than the previously produced GPKs.) A Statement of Urgency and Justification and Approval for a sole source procurement was attached. An estimate was received



E. Army Soldiers in Iraq and Afghanistan are benefiting from the GPKs developed by BAE Systems for the USMC. Delivery of 801 GPKs to Army units began on May 29, 2006.

from BAE Systems, funding was requested and the Authority to Enter Into a Letter Contract was drafted and processed. After the PARC approved the action, the letter contract was awarded March 27, 2006, with deliveries scheduled to begin May 29, 2006.

In total, the TACOM team was responsible for awarding and administering the “normal” requirements contracts and a number of urgent and highly visible actions that resulted in saving lives of Soldiers and civilians fighting the GWOT.

National Guard Bureau (NGB)

PARC: Thomas Kennedy

The NGB supports the following major organizations:

All 50 states and territories
All United States Property and Fiscal Officer (USPFO) installations and Air National Guard (ANG) flying bases
Army National Guard (ARNG) HQ
ANG HQ
NGB in the National Capital Region

Commodities, Supplies and Services

The NGB provides contracting support for all post, camp and station activities for 54 USPFO installations and 97 ANG flying bases; major and minor construction; software maintenance; environmental assessment and restoration; and other various support services.

A. A Heavy Expanded Mobility Tactical Truck from the Minnesota ARNG transports volunteers and sandbags down Highway 75 toward Halstad, MN, April 4, 2006, to join flood protection efforts underway in communities along the flooded banks of the Red River. (DOD photo by USAF SSGT John Wiggins.)

However, NGB Chief H. Steven Blum already had more than 45,000 personnel in place to support DROs and provide much-needed humanitarian assistance to the beleaguered areas.

The ARNG aviation community continued to support domestic contingencies by flying more than 7,485 missions, transporting nearly 62,117 civilians to safe havens and transporting ARNG Soldiers to hurricane-ravaged zones. Support aircraft were flying recovery and relief missions in Louisiana within four hours of Katrina’s passage.

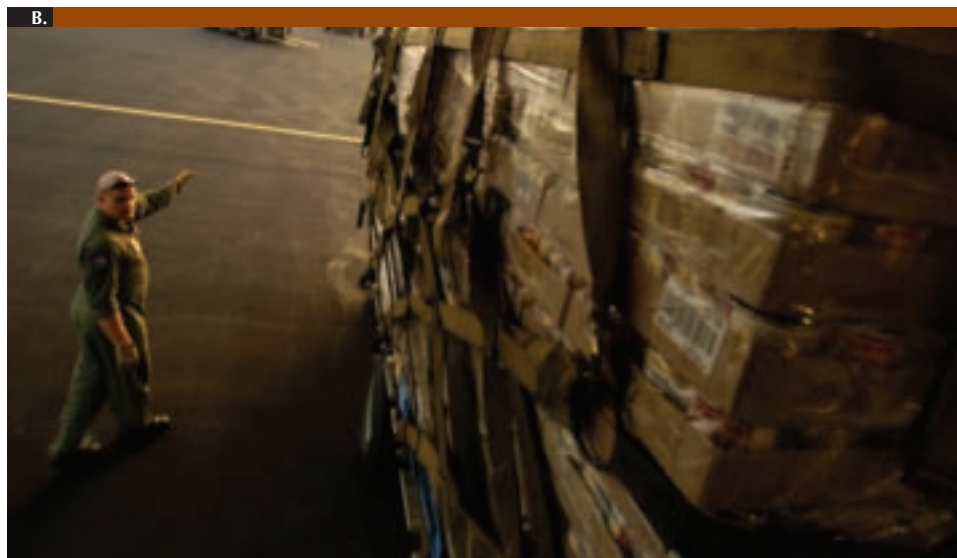
DISASTER RELIEF

Disaster Relief Operations

DROs are a primary NGB mission. In the wake of the destruction wrought by Hurricanes Katrina, Dennis and Rita, each of the affected states — Louisiana, Mississippi, Alabama and Florida — was assisted in special delegations of authority, both requested and granted without request. Many NGB personnel volunteered to go to the affected areas.

“The ARNG aviation community continued to support domestic contingencies by flying more than 7,485 missions, transporting nearly 62,117 civilians to safe havens and transporting ARNG Soldiers to hurricane-ravaged zones. Support aircraft were flying recovery and relief missions in Louisiana within four hours of Katrina’s passage,” remarked NGB PARC Thomas Kennedy. “In addition to moving approximately 7,300 tons of equipment, food, sandbags and life-saving supplies, the ARNG rescued almost 16,000





B. USAF MSGT J.W. Bennett, a load-master assigned to the 183rd Airlift Squadron, Mississippi ANG, directs a forklift as it unloads relief aid from a C-17 Globemaster III aircraft at Homestead Air Reserve Base, FL, Oct. 27, 2005. (USAF photo by SSGT Jacob N. Bailey, 1st Combat Camera Squadron.)

U.S. citizens during Hurricane Katrina and Rita relief and recovery efforts. At the peak of relief and recovery efforts, the ARNG had 151 aircraft on station supporting Louisiana and Mississippi." In Texas after Hurricane Rita, the ARNG flew 185 missions, transported 117 civilian and military personnel, moved 31 tons of supplies and conducted 19 rescue or life-saving missions. Aviation assets from 28 states rallied to support Louisiana, Mississippi and Texas in their relief and recovery efforts after Katrina and Rita. A total of 5,341 flight hours have been flown since August 2005.

In response to flooding of the Red River near Halstad, MN, April 4, 2006, the Minnesota ARNG quickly deployed significant human and equipment resources to bolster flood protection efforts to the communities most affected by the Red River's flooding.

ULTRAFAST CONTRACTING

Rapid Contracting That Works

Immediately following 9-11, the NGB contracted for the F-16 sheds that would shelter the aircraft from the elements and other potential hazards. These aircraft provided the country with air cover for more than a year.

This contracting action was in excess of \$25 million, using commercial-off-the-shelf items, and was completed in less than 2 weeks.

SUCCESS STORY

Success Story

The NGB PARC office provides the authority, review and approval for more than \$1.5 billion in contracts and more than \$1.4 billion in cooperative agreements. This includes both \$300-500 million in major construction for ARNG and ANG installations per year. Youth programs account for approximately \$75 million per year, with the remainder taking the form of predominantly service contracts. This is quite astounding when you consider that more than 50 percent of the NGB's members, both Army and Air, are in some stage of mobilization to support ongoing combat and combat support operations in Afghanistan and Iraq.



ARMY CONTRACTING

If you need more information on any of the topics presented, contact Emily Clarke at (703)604-7102 or emily.clarke@hqda.army.mil

